

# PINEVILLE COMMUNICATION SYSTEMS

## INTERNET RESULTS FOR MONTH ENDING 7-31-2021

| REVENUE AREA | SUBTOTAL FOR MONTH ENDING 6-30-2021 | SERVICE SOLD IN JUNE SCHEDULED FOR JULY INSTALLATION | DISCONNECTS ON SCHEDULE IN JUNE FOR JULY EXECUTION | FINAL MONTH END TOTAL FOR JUNE 30, 2021 | INSTALLS SOLD AND COMPLETED IN JULY | DISCONNECTS TAKEN AND EXECUTED IN JULY | MONTH ENDING 7-31-2021 | SOLD IN JULY ON SCHEDULE FOR INSTALLATION IN AUGUST | TOTAL INTERNET SUBS AS OF 8-2-2021 |
|--------------|-------------------------------------|--|--|---|-------------------------------------|--|------------------------|---|------------------------------------|
| ILEC         | 421                                 | 3  | 0  | 424                                     | 9                                   | -1                                     | 432                    | 4   | 436                                |
| CLEC         | 565                                 | 8  | -1   | 573                                     | 17                                  | -9                                     | 581                    | 2   | 583                                |
| <b>TOTAL</b> | <b>986</b>                          | <b>11</b>  | <b>-1</b>  | <b>996</b>                              | <b>26</b>                           | <b>-10</b>                             | <b>1013</b>            | <b>6</b>  | <b>1019</b>                        |

**\*\*of the 11 disconnects 10 sold homes or were moving out of the area. 1 was business Internet going to competitor\*\***

| REVENUE AREA | PENDING INSTALLS ON SCHEDULE SOLD IN JULY INSTALLING IN AUGUST. | SOLD WAITING FOR SIGNED CONTRACT SO THEY CAN BE SCHEDULED | UPGRADES IN SPEED COMPLETED IN JULY WILL INCREASE REV | UPGRADES SOLD AFTER BILLING WILL INCREASE REV SEPT. | EXISTING COPPER CUSTOMER CONVERTING TO FIBER ON SCHEDULE FOR AUG OR COMPLETED IN JULY | PENDING DISCONNECTS ON SCHEDULE FOR AUGUST |
|--------------|---|---|---|---|---|--|
| ILEC         | 4   | 0   | 5   | 0   | 5   | 0  |
| CLEC         | 2   | 0   | 2   | 0   | 0   | 1  |
| <b>TOTAL</b> | <b>6</b>  | <b>0</b>  | <b>7</b>  | <b>0</b>  | <b>5</b>  | <b>0</b>                                   |

**\*\*THE 0 PENDING DISCONNECTION OF SERVICE ORDERS IS A SUBSCRIBER IS IN ILEC AREA AND MOVING TO COMPETITOR\*\***

**\*\* THESE CUSTOMERS SOLD IN JULY BUT INSTALLATION SCHEDULED FOR AUG\*\***

**\*\*WE HAD 7 EXISTING ACCOUNTS THAT UPGRADE SPEED IN JULY\*\***

**\*\*5 EXISTING COPPER CUSTOMERS CONVERTING TO FIBER IN JULY \*\***

## INCREASED SPEED OFFERING TAKE RATE TO DATE

| TOTAL SUBSCRIBERS AS OF 7/31/2021 | Jun-21     | Jul-21 | SERVICE AREA | RES OR BUS | SPEED | NET GROWTH/LOSS FROM PREVIOUS MONTH |  |
|-----------------------------------|------------|--------|--------------|------------|-------|-------------------------------------|--|
| 1013                              | 170        | 177    | CLEC         | RES        | 100M  | 7                                   |  |
|                                   | 48         | 56     | CLEC         | RES        | 200M  | 8                                   |  |
|                                   | 13         | 14     | CLEC         | RES        | 400M  | 1                                   |  |
|                                   | 156        | 161    | CLEC         | RES        | GIG   | 5                                   |  |
|                                   | 0          | 1      | CLEC         | BUS        | 100M  | 1                                   |  |
|                                   | 5          | 5      | CLEC         | BUS        | GIG   | 0                                   |  |
|                                   | 14         | 14     | ILEC         | BUS        | 100M  | 0                                   |  |
|                                   | 6          | 6      | ILEC         | BUS        | 200M  | 0                                   |  |
|                                   | 3          | 3      | ILEC         | BUS        | 400M  | 0                                   |  |
|                                   | 15         | 19     | ILEC         | BUS        | GIG   | 4                                   |  |
|                                   | 74         | 76     | ILEC         | RES        | GIG   | 2                                   |  |
|                                   | 62         | 74     | ILEC         | RES        | 100M  | 12                                  |  |
|                                   | 13         | 16     | ILEC         | RES        | 200M  | 3                                   |  |
|                                   | 4          | 4      | ILEC         | RES        | 400M  | 0                                   |  |
| <b>TOTAL</b>                      | <b>583</b> | 626    |              |            |       | 43                                  |  |
| 0.575518263                       |            |        |              |            |       |                                     |  |

**58% of our Internet subscribers now subscriber to 100M or higher (increase by from previous month)**

## RESIDENTIAL AND BUSINESS LINE COUNT MONTH ENDING 07-31-2021

**NET LOSS OF -5**

| CLEC LINE COUNT    | COUNT AS OF<br>06/30/2021 | COUNT AS OF<br>07/31/2021 | NET LOSS/GAIN AS OF<br>07/31/2021 |
|--------------------|---------------------------|---------------------------|-----------------------------------|
| BUS                | 48                        | 47                        | -1                                |
| RES                | 128                       | 128                       | 0                                 |
| <b>SUB TOTAL</b>   | <b>176</b>                | <b>175</b>                | <b>-1</b>                         |
| ILEC LINE COUNT    | COUNT AS OF<br>06/30/2021 | COUNT AS OF<br>07/31/2021 | NET LOSS/GAIN AS OF<br>07/31/2021 |
| BUS                | 370                       | 367                       | -3                                |
| RES                | 155                       | 154                       | -1                                |
| <b>SUB TOTAL</b>   | <b>525</b>                | <b>521</b>                | <b>-4</b>                         |
| <b>GRAND TOTAL</b> | <b>701</b>                | <b>696</b>                | <b>-5</b>                         |

# PCS REWARDS MONTH ENDING 07-31-2021

**NET INCREASE OF PCS REWARDS 45**

**NET DECREASE OF POWER PACK DISCOUNTS 30**

**NET INCREASE OF SUBSCRIBERS RECEIVING DISCOUNT 15**

| PCS REWARDS                                  | COUNT AS OF<br>06/30/2021 | COUNT AS OF<br>07/31/2021 | NET LOSS/GAIN<br>AS OF 07/31/2021 |  |  |
|--|---------------------------|---------------------------|-----------------------------------|--|--|
| RES  | 547                       | 592                       | 45                                |  |  |
| <b>SUB TOTAL</b>                             | 547                       | 592                       | <b>45</b>                         |  |  |
| POWER PACK DISCOUNT                          | COUNT AS OF<br>06/30/2021 | COUNT AS OF<br>07/31/2021 | NET LOSS/GAIN<br>AS OF 07/31/2021 |  |  |
| RES  | 419                       | 389                       | -30                               |  |  |
| <b>SUB TOTAL</b>                             | 419                       | 389                       | <b>-30</b>                        |  |  |
| <b>TOTAL CUSTOMERS<br/>RECEIVING REWARDS</b> | 966                       | 981                       | <b>15</b>                         |  |  |
|  |                           |                           |                                   |  |  |